

Message Text

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R R 191955Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

AMEMBASSY BUDAPEST

AMEMBASSY BUCHAREST

AMEMBASSY SOFIA

INFO AMEMBASSY VIENNA

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E.O. 11652: N/A

TAGS: BEXP, PO, HU, RO, BU

SUBJECT: TECHNICAL SALES SEMINAR FOR AGRICULTURAL CHEMICALS,
MANUFACTURING AND USES

REF: STATE 171120; STATE 161638; WARSAW 5129; SOFIA 1378;
BUDAPEST 2175

1. USDOC/BEWT HAS JUST RECEIVED MARKET RESEARCH ON THE DEMAND FOR AGRICULTURAL CHEMICALS AND EQUIPMENT FOR THEIR MANUFACTURE. THE STUDY CONCENTRATES ON POLAND, HUNGARY, ROMANIA, AND BULGARIA AND WAS PREPARED IN ANTICIPATION OF MARCH 1975, TECHNICAL SALES SEMINAR. BASED ON ANALYSIS CONTAINED IN REPORT AND BEWT TRADE PROMOTION CALENDAR, IT IS BELIEVED THAT HUNGARY, ROMANIA, AND BULGARIA ARE BEST STOPS FOR PROPOSED TECHNICAL SALES SEMINAR.

2. USDOC/BEWT APPRECIATES THE EXCELLENT REFTTEL FROM BUDAPEST.

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3. COMMENTS FROM BUCHAREST AND SOFIA AS TO TIMING, THEME, AND BEST LOCATION FOR SEMINAR ARE REQUESTED. ANY AVAILABLE DATA ON AGRICULTURAL CHEMICAL PRODUCTION RELATING TO RECENT, CURRENT AND PLANNED OUTPUTS, PRODUCTION CAPACITIES, COOPERATION AGREEMENTS, JOINT ENTERPRISES AND LICENSING BY NAME OR COUNTRY OF FOREIGN PARTNER, WOULD BE HELPFUL. DETAILED PRODUCT NEEDS WITHIN THE GENERAL CATEGORIES OF FERTILIZERS (NITROGEN, PHOSPHOROUS, POTASSIUM), PESTICIDES, HERBICIDES, FUNGICIDES, FUMIGANTS, AND ANIMAL FEED SUPPLEMENTS WOULD BE HIGHLY USEFUL. (ROMANIAN FERTILIZER NEEDS AVAILABLE IN WASHINGTON). PRIORITY NEEDS FOR CAPITAL EQUIPMENT AND TECHNOLOGY FOR PRODUCING SPECIFIC CHEMICALS ARE THE MOST DESIRABLE DATA.

4. THE EMBASSY IS ALSO REQUESTED TO ASCERTAIN SPECIFICALLY THAT INTEREST DOES OR DOES NOT EXIST, AND WHETHER THE EVENT WOULD BE SANCTIONED, ENDORSED, OR SPONSORED BY RESPONSIBLE ORGANIZATIONS. PLEASE GIVE NAME AND POSITION OF OFFICIALS CONTACTED.

5. WE WOULD APPRECIATE AN EARLY REPLY. KISSINGER

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